U.S. General Services Administration

GSA Federal Acquisition Training Symposium

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Office of IT Schedule 70 Program

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Overview – IT Schedule 70

- Largest IT contract vehicle in the government for commercial offerings
  - Govt.-wide solution reduces contract duplication
  - Over $15 billion in IT procurements annually
  - Over $7.5 million IT products and services
  - Over 4700 IT contractors (over 80% are small businesses)
- Potential 20 year Period of Performance (POP) (5yr base + three 5yr options)
- Offers agencies a fast and efficient way to buy IT
  - At fair and reasonable prices

Overview – IT Schedule 70

- The solicitation on FedBizOpps, is open continuously and vendors can submit an offer or modification any time
- Flexibility to adapt to the changing market needs
- Participation by new and innovative vendors
- May establish Blanket Purchase Agreements (BPAs) which saves time & costs
- Currently 30 Special Item Numbers (SINs) or IT Categories of services and products

IT Schedule 70 – Who Are We?

IT Schedule 70 grants agencies direct access to commercial experts who can thoroughly address the needs of the government IT community.

IT Schedule 70 Offerings

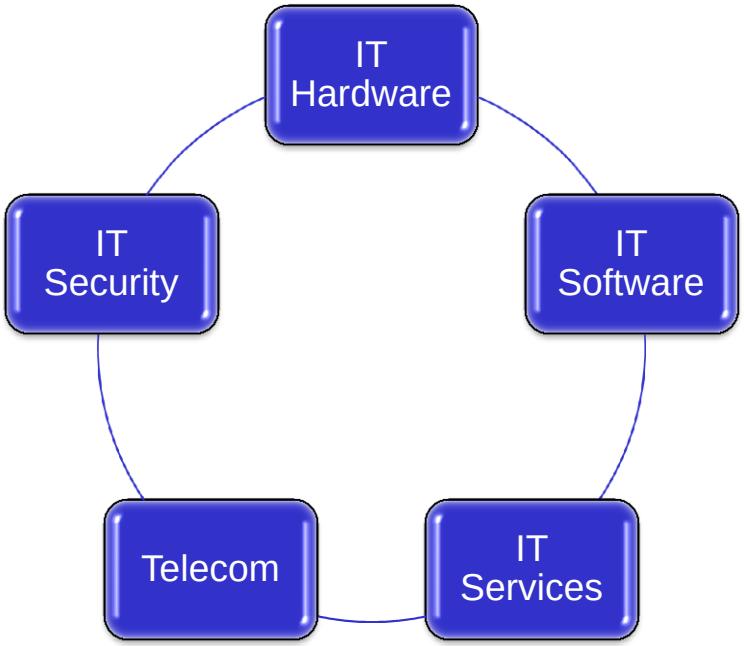
- Software Licenses
- IT Equipment (Sales or Lease)
- IT Training Courses
- IT Professional Services
- E-Commerce Services
- Wireless Services
- Satellite Services
- Identity and Access Management Products and Services:
  - Digital Certificates
  - HSPD-12 Products and Services

IT Schedule 70 Features

- Simplified ordering procedures
- Competitive pricing
- Abundant supply of small businesses
- Approximately 5000 industry partners of varying socioeconomic status
- Enhanced competition
- Available for state and local government use under certain authorities
- Ability to set-aside procurements for small businesses

ITC Category Management

- Enables the government to eliminate redundancies, increase efficiency, and deliver more value and savings from the government's acquisition programs
- Involves:
  - Identifying core areas of spend
  - Collectively developing heightened levels of expertise
  - Leveraging shared best practices
  - Providing acquisition, supply and demand management solutions.



IT Schedule 70 Structure

Hardware/Products

132-3: Leasing of Products

132-4: Daily/Short Term Rental

132-8: Purchase of New Equipment

132-9: Purchase of Used or Refurbished Equipment

132-12: Maintenance of Equipment, Repair Services and/or Repair/Spare Parts

Software

132-32: Term Software License

132-33: Perpetual Software License

132-34: Maintenance of Software as a Service

Services

132-40: Cloud Services

132-45A-D: Highly Adaptive Cyber Security (HACS)

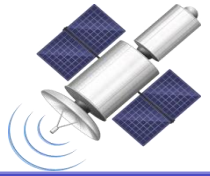
132-50: Training Courses

132-51: Information Technology Professional Services

132-52: Electronic Commerce and Subscription Services

132-53: Wireless Services

132-56: Health IT



Telecommunications

132-54: COMSATCOM Transponded Capacity

132-55: COMSATCOM Subscription Services

Security

132-60A: Electronic Credentials, Not Identity Proofed
132-60B: Electronic Credentials, Identity Proofed
132-60C: Digital Certificates, Incl. ACES
132-60D: E-Authentication Hardware Tokens
132-60E: Remote Identity and Access Managed Svc.
132-60F: Identity and Access Mgt. Prof. Svc.
132-61: PKI SSP Program
132-62: HSPD-12 Product and Svc. Components

132-100: Ancillary Supplies and/or Services

132-99: Introduction of New IT Services and/or Products

Benefits of IT Schedule 70

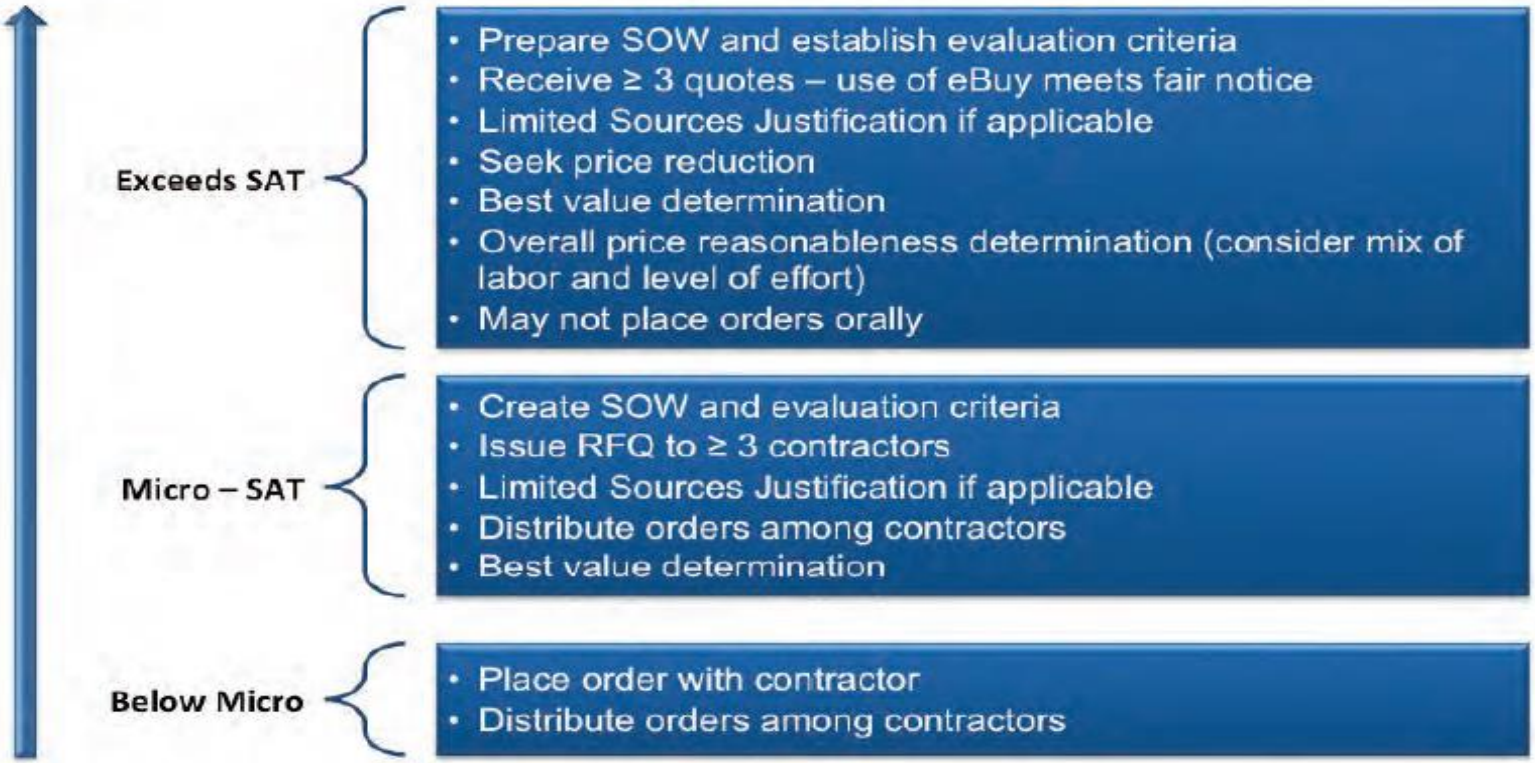
The IT Schedule 70 offers…	Cost Savings	Time Savings	Selection	Built –In Value
Competitive pricing with the ability to seek additional discounts off Schedule pricing	☑			
Approximately 5000 pre-vetted local and global contractors, including small and disadvantaged businesses		☑	☑	☑
A suite of e-Tools to streamline processes, such as market research and competition	☑	☑		☑
Complementary trainings and assistance available		☑		☑
The ability to set aside procurements for small businesses and to establish agreements, known as Blanket Purchase Agreements, for recurring needs	☑	☑		

Ordering Procedures – FAR 8.405-1

When ordering supplies or fixed-price services w/out SOW

Ordering Procedures – FAR 8.405-2

When ordering <u>services requiring an SOW</u>



IT Schedule 70 Division Branches

FAStlane Branch

Objective:

Cuts the time it takes to get specific new innovative IT suppliers on Schedule 70 as well as the time it takes for changes to be made to a current contract. The FASt Lane program ensures our government customer agencies have quicker access to emerging technologies and innovative suppliers.

Implementation:

4 Branches in Schedule 70 with dedicated personnel for FASt lane processing

- Reducing the time to get on Schedule 70 from 110 days to as little as 30 to 45 days
- Modifications done in as few as 48 hours

Next Steps:

If interested in the FASt Lane and want to learn more about the criteria for participation, please go to the FASt Lane website

Contact FAStLane@gsa.gov for more information

IT Schedule 70 Division Branches

Special Projects Branch

- Conduct special projects for business development by assisting agencies with requirement scope reviews, capability statements and request for information from potential vendors.
- Involved in various Small Business Vendor Outreach initiative's throughout Region 4 and brief Federal, State and City Municipalities on Schedule 70 program.
- Responsible for Pre & Post award functions of Schedule 70 vendor's contract awards and modifications.
- Offer support to FAStlane onboarding of new vendors and 48 hour contract modification.

IT Schedule 70 Division Branches

BPA Branch

- GSA will conduct the acquisitions based on consolidated estimated Agency requirements, and issue manufacturer-specific or brand name or equal, single-award Government-wide Blanket Purchase Agreements (BPAs) covering the six (6) GSS standard-configurations to the Original Equipment Manufacturer (OEM) authorized resellers.
- These BPAs will be made accessible via the GSA AdvantageSelect platform which allows agencies to purchase online without further competition.

Government-Wide Strategic Solutions for Desktops and Laptops

- Established to help Federal agency buyers easily identify MAS IT Schedule 70 contractors that offer standard configurations for desktop and laptop computers.
- Highlights of first buying event
  - Participation by seven agencies
  - Requirements submitted for over 55,000 workstations (total value of $55M)
  - New BPA ceiling prices 15.6% lower on average than previous pricing
- https://www.gsaadvantage.gov/advantage/department/gss.do;jsessionid=6260A6F1E0D7F3CBC30BB107248DA730.E3

Startup Springboard

Objective:

Allow highly qualified businesses an alternative to the current 2-year professional experience requirement. This means we can bring startup companies offering emerging technologies onto Schedule 70 and into the hands of customer agencies faster.

Implementation:

Now, prospective industry partners lacking two years of corporate experience can complete their proposals for an IT Schedule 70 MAS contract by:

- Using the professional experience of their executives and key personnel as a substitute for having two years of corporate experience
- Using the project experience of key personnel as a substitute for having relevant corporate past performance
- Providing financial documentation that demonstrates the company's financial responsibility in lieu of submitting two years of financial statements

Next Steps:

- Contact the dedicated IT Schedule 70 Startup Springboard support team with any questions at S70Springboard@gsa.gov

State and Local Programs

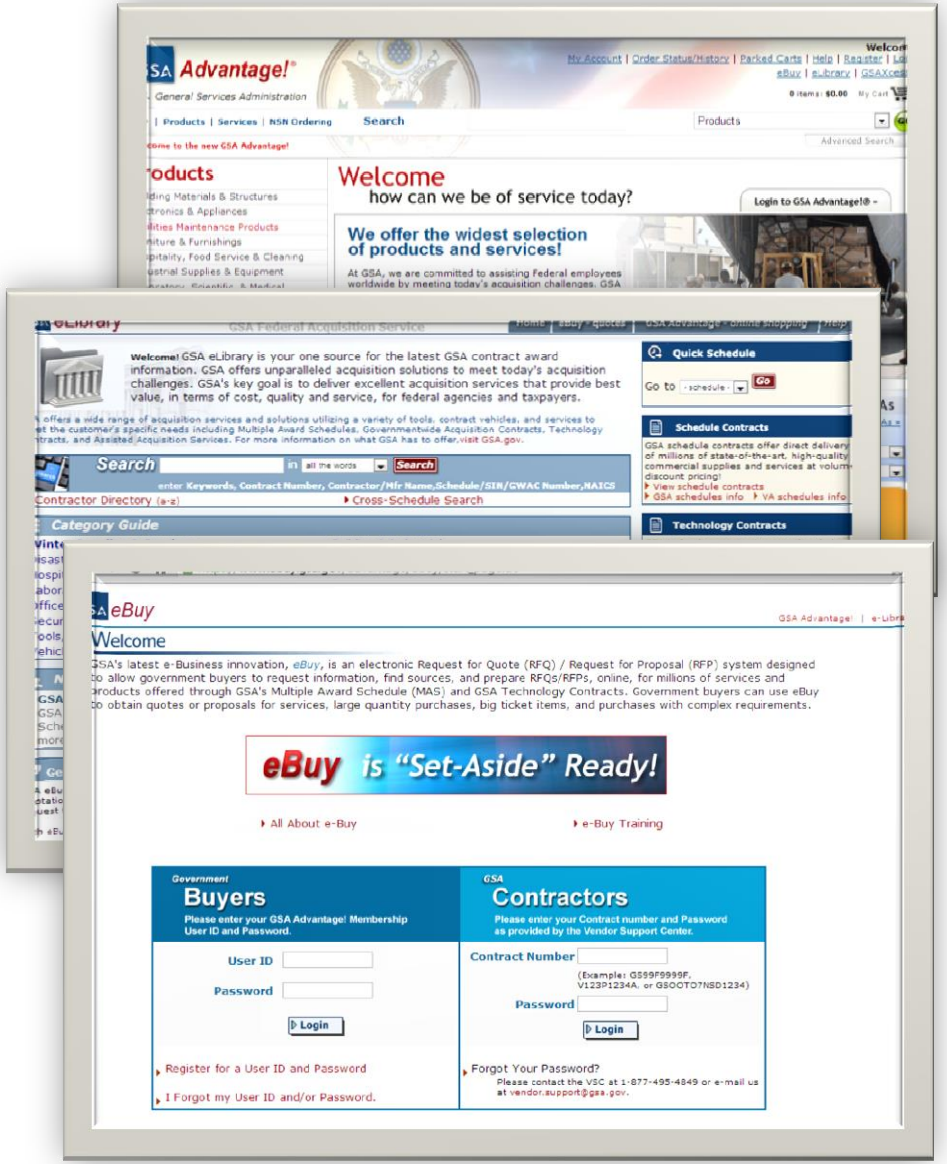
- Cooperative Purchasing Program
  - Authorizes State and Local Governments to purchase IT products and services (IT Schedule 70) as well as Law Enforcement, Security, Fire and First Response products and services (Schedule 84) at anytime

- Disaster Recovery Purchasing Program
  - Authorizes State and Local Governments to purchase products and services from all Schedule only in the event that a National Disaster or an act of terrorism is declared by the President

eTools

COOP PURCH

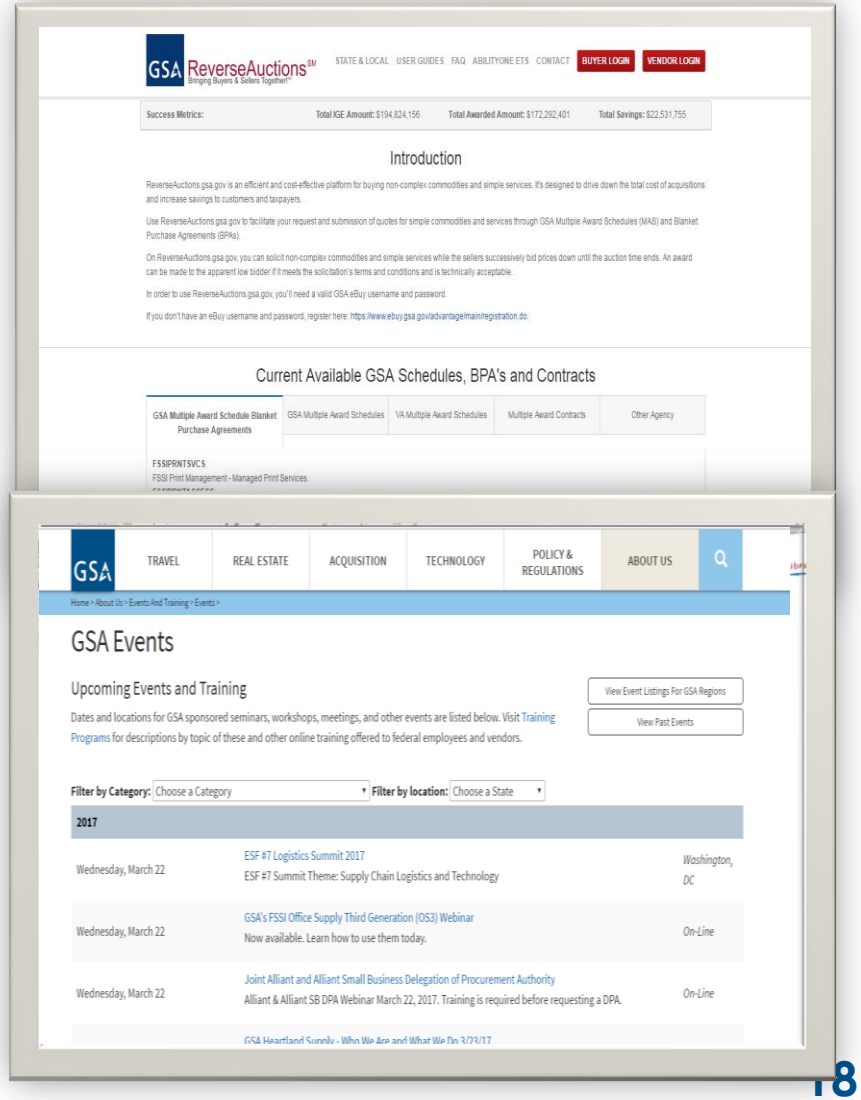
- GSA *Advantage!*
  - *Online shopping tool*
  - *Conduct market research*
- eLibrary
  - Contractor POCs
  - Full catalogs
  - Contract terms & conditions
- eBuy
  - Electronic bulletin board
  - RFIs, RFPs, RFQs



eTools

COOP PURCH

- Reverse Auction
  - Open Market Auctions
  - Obtain Quotes
  - Simple Commodities and Services
- Training
  - GSA.gov/Events
  - GSA sponsored seminars, workshops, meetings, and events



Know the Lingo

What these terms mean:

- FSS: Federal Supply Schedule
- Solicitation:
  - ➢ Contains the requirements and instructions to prepare an offer/proposal
  - ➢ Contains terms and conditions of an FSS contract
  - ➢ Details contractor obligations under contract
- Special Item Numbers (SINs): Categories of IT products and services.
- Most Favored Customer (MFC): Customer that receives the best discounts and/or terms and conditions.

Questions?